

CANADIAN AUTOMOTIVE REPAIR FINANCE CORPORATION

**CARFINCO INC.**

**AR71**

Winspear Business Reference Library  
University of Alberta  
1-18 Business Building  
Edmonton, Alberta T6G 2R6



Financial  
Statement

**1999**



**1999 FINANCIAL STATEMENT  
TO OUR SHAREHOLDERS**





## **Management's Discussion and Analysis**

### **General**

During the year, the Company continued to focus on the set up of new Repairers in Alberta, British Columbia and Ontario, as well as, servicing the existing network of repair facilities. Management is satisfied with the acceptance of the "Fix'Em Up Payment Plan" in the automotive repair industry, as evidenced by the 1,016 Repairers who became part of the network during fiscal 1999; an increase of 68% from 1,496 in fiscal 1998 to a total of 2,512 facilities.

During fiscal 1999, the Company continued to establish internal operations by focusing on improvements in the corporate divisions within the Company. These divisions include a marketing division dealing with the set up and servicing of repair facilities, a credit division dealing with new applications, a portfolio management division dealing with past due accounts and an accounting division.

The Company continues to focus on the Commercial Vehicle Repair Financing Program, which has had a positive contribution to the growth of the portfolio. Fiscal 1999 represents the first twelve month comparative reporting period for the Company.

The following discussion should be read in conjunction with the Company's consolidated financial statements.

### **Results of Operations**

The Company recorded a growth of 64% in the Finance Receivables Portfolio during fiscal 1999. The portfolio grew from \$3,055,233 at August 31, 1998 to \$5,006,158 at August 31, 1999, an increase of \$1,950,925.

During the fiscal period of September 1, 1998 to August 31, 1999, the Company reported total Revenues of \$1,350,416, an increase of \$747,712 (124%) from fiscal 1998 revenues of \$602,704.

The total expenses increased by \$386,521 (41%) from \$949,360 in fiscal 1998 to \$1,335,881 in fiscal 1999. Interest expense grew from \$81,820 in fiscal 1998 to \$244,373 in fiscal 1999, directly corresponding with the growth in the finance receivables portfolio. Likewise, the provision for credit losses increased proportionately from \$118,575 in fiscal 1998 to \$180,262 in fiscal 1999. Advertising and marketing decreased from \$65,294 in fiscal 1998 to \$44,469 in fiscal 1999. General and administrative expenses increased by \$133,788 to \$485,331. Salaries and regional manager fees increased from \$322,996 in fiscal 1998 to \$368,452 in fiscal 1999.





## **Liquidity and Capital Resources**

The Company entered into a \$7,500,000 demand credit facility with a non-bank lender. This facility provides flexibility in meeting cash requirements needed to continue funding automotive and commercial vehicle repairs. The Company's ability to grow depends upon its continued ability to obtain substantial long-term loan facilities and equity capital through access to the financial markets or otherwise. Factors which could affect the Company's access to the financial markets or the costs of such financing, include changes in interest rates, general economic conditions, the perception of the Company's business in the financial markets, results of operations, leverage and business prospects.

It is expected that direct competition will eventually emerge, however, CARFINCO's program strictly focuses on the Automotive Repair Industry and can therefore provide a greater degree of knowledgeable service to the individual consumer. The Company's ability to evaluate the needs of each Customer's automotive repair situation will remain a competitive advantage over other forms of consumer financing.

Delinquency rates have been in line with Management's projections, with a total of \$149,377 being written off as at August 31, 1999 and \$21,363 being recovered. The Company's portfolio management division will exhaust all avenues in the continued efforts to recover written off accounts. Management feels that the current allowance for credit losses is sufficient for the finance receivables portfolio. Management acknowledges the importance of monitoring and controlling the delinquent accounts as the finance receivables portfolio increases.

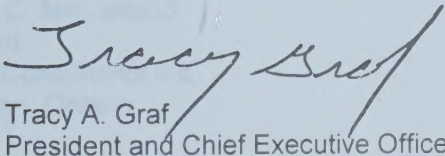


## Management's Responsibility for Financial Reporting


The accompanying consolidated financial statements, the notes thereto and other financial information enclosed have been prepared by, and are the responsibility of, the Management of CARFINCO Inc. These financial statements have been prepared in accordance with generally accepted accounting principles, using Management's best estimates and judgements when appropriate.

The Board of Directors is responsible for ensuring that Management fulfills its responsibility for financial reporting and internal control. The Audit Committee, which is comprised of three Directors, meets with Management as well as the external auditors to satisfy itself that Management is properly discharging its financial reporting responsibilities and to review the consolidated financial statements and the report of the auditors. The auditors have full and unrestricted access to the Audit Committee.

The financial statements have been audited by Grant Thornton, the independent auditors, in accordance with generally accepted auditing standards.



Tracy A. Graf  
President and Chief Executive Officer



Troy S.F. Graf  
Chief Financial Officer

### CARFINCO INC.

100 Greystone IV, 4207 – 98 Street  
Edmonton, Alberta, Canada T6E 5R7







## **Corporate Information**

### **Directors**

Tracy A. Graf  
President and Chief Executive Officer  
CARFINCO Inc.  
Edmonton, Alberta

David Prussky  
Director  
Patica Corporation  
Toronto, Ontario

Gordon J. Reykdal  
President and Chief Executive Officer  
RTO Enterprises Inc.  
Edmonton, Alberta

Edward C. McClelland  
President  
Gambit Consultants Inc.  
Burlington, Ontario

David Rosenkrantz  
Director  
Patica Corporation  
Toronto, Ontario

Simon Serruya  
General Manager Consumer Products  
Yogen Frus World-Wide Inc.  
Toronto, Ontario

### **Officers**

Tracy A. Graf  
President and Chief Executive Officer

Troy S.F. Graf  
Vice President and Chief Financial Officer

Paul M. Stein  
Corporate Secretary

David Prussky  
Treasurer

### **Bankers**

Canadian Imperial Bank of Commerce  
Omnicentre One  
9636 – 51<sup>st</sup> Avenue  
Edmonton, Alberta T6H 2W1

### **Auditors**

Grant Thornton, Chartered Accountants  
Scotia Place 1, Suite 2400  
10060 Jasper Avenue  
Edmonton, Alberta T5J 3R8

### **Solicitors**

Cassels Brock & Blackwell  
Scotia Plaza, Suite 2100  
40 King Street West  
Toronto, Ontario M5H 3C2

### **Transfer Agent**

Equity Transfer Services Inc.  
Richmond Adelaide Centre  
Suite 420, 120 Adelaide Street West  
Toronto, Ontario M5H 4C3

### **Stock Exchange Listing**

The Canadian Dealing Network  
Trading Symbol: **CAAR**

### **Head Office**

100 Greystone IV, 4207 – 98 Street  
Edmonton, Alberta T6E 5R7  
Phone: (780) 413-7549  
Facsimile: (780) 450-1134





**Carfinco Inc.**  
**Consolidated**  
**Financial Statements**  
August 31, 1999





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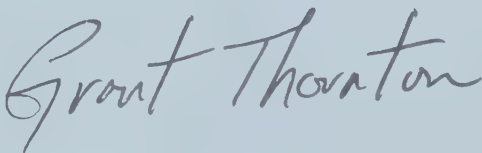
# Auditors' Report

To the Shareholders of  
Carfinco Inc.

We have audited the consolidated balance sheets of Carfinco Inc. as at August 31, 1999 and 1998 and the consolidated statements of earnings and deficit and cash flows for the years then ended. These financial statements are the responsibility of the company's management. Our responsibility is to express an opinion on these financial statements based on our audit.

We conducted our audit in accordance with generally accepted auditing standards. Those standards require that we plan and perform an audit to obtain reasonable assurance whether the financial statements are free of material misstatements. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation.

In our opinion, these financial statements present fairly, in all material respects, the financial position of the company as at August 31, 1999 and 1998 and the results of its operations and cash flows for the years then ended in accordance with generally accepted accounting principles.



Chartered Accountants

Edmonton, Canada  
October 13, 1999





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**Carfinco Inc.****Consolidated Statement of Earnings and Deficit**

Year Ended August 31

1999

1998

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**Revenues**

Interest income	\$ 990,197	\$ 402,550
Administration fees	360,219	177,904
Investment income	-	22,250
	<u>1,350,416</u>	<u>602,704</u>

**Expenses**

Interest	244,373	81,820
Provision for credit losses	180,262	118,575
Advertising and marketing	44,469	65,294
Amortization	12,994	9,132
General and administrative	485,331	351,543
Salaries and regional manager fees	<u>368,452</u>	<u>322,996</u>
	<u>1,335,881</u>	<u>949,360</u>

Net earnings (loss)	14,535	(346,656)
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Deficit, beginning of year	<u>(582,117)</u>	<u>(235,461)</u>
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Deficit, end of year	<u>\$ (567,582)</u>	<u>\$ (582,117)</u>
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Earnings (loss) per share – basic	<u>\$ 0.001</u>	<u>\$ (0.05)</u>
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See accompanying notes to the consolidated financial statements.



# Carfinco Inc.

## Consolidated Balance Sheet

August 31

1999

1998

### Assets

#### Current

Finance receivables	\$ 5,006,158	\$ 3,055,233
Less allowance for credit losses	<u>145,000</u>	<u>91,500</u>
Finance receivables – net (Note 3)	4,861,158	2,963,733

Other assets	<u>173,666</u>	<u>38,395</u>
	<u>5,034,824</u>	<u>3,002,128</u>

#### Non-current

Capital assets (Note 5)	47,275	39,933
Deferred costs	<u>67,341</u>	<u>-</u>
	<u>114,616</u>	<u>39,933</u>

	<u>\$ 5,149,440</u>	<u>\$ 3,042,061</u>
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### Liabilities

#### Current

Bank indebtedness (Note 6)	\$ 2,653,032	\$ 1,411,754
Payables and accruals	<u>85,823</u>	<u>79,168</u>
	2,738,855	1,490,922

#### Non-current

Long-term debt (Note 7)	<u>600,000</u>	<u>-</u>
	<u>3,338,855</u>	<u>1,490,922</u>

### Shareholders' Equity

Share capital (Note 8)	2,378,167	2,133,256
Deficit	<u>(567,582)</u>	<u>(582,117)</u>
	<u>1,810,585</u>	<u>1,551,139</u>

	<u>\$ 5,149,440</u>	<u>\$ 3,042,061</u>
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Commitments (Note 12)

Uncertainty (Note 13)

On behalf of the Board

 Director

 Director

See accompanying notes to the consolidated financial statements.





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**Carfinco Inc.****Consolidated Statement of Cash Flows**

Year ended August 31

1999

1998

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Increase (decrease) in cash and cash equivalents

**Operating**

Net earnings (loss)	\$ 14,535	\$ (346,656)
Accrued interest	(36,524)	(56,489)
Administration fees receivable	(139,252)	(107,605)
Amortization	12,994	9,132
Provision for credit losses	<u>180,262</u>	<u>118,575</u>
	32,015	(383,043)
Change in non-cash operating working capital (Note 11)	<u>(195,957)</u>	<u>(11,412)</u>
	<u>(163,942)</u>	<u>(394,455)</u>

**Investing**

Funds advanced on finance receivables	(5,724,515)	(3,900,590)
Principal collections on finance receivables	3,703,894	1,353,630
Proceeds from sale of finance receivables	118,710	-
Purchase of capital assets	(20,336)	(32,763)
Disposal of capital assets	<u>-</u>	<u>428</u>
	<u>(1,922,247)</u>	<u>(2,579,295)</u>

**Financing**

Proceeds from long-term debt	600,000	-
Issuance of share capital	270,353	1,432,075
Share issue costs	<u>(25,442)</u>	<u>(38,108)</u>
	<u>844,911</u>	<u>1,393,967</u>

Net increase in bank indebtedness	(1,241,278)	(1,579,783)
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Bank indebtedness (cash)

Beginning of year	<u>1,411,754</u>	<u>(168,029)</u>
End of year	<u>\$ 2,653,032</u>	<u>\$ 1,411,754</u>

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See accompanying notes to the consolidated financial statements.





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## **Carfinco Inc.**

### **Notes to the Consolidated Financial Statements**

August 31, 1999

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#### **1. Operations**

Carfinco Inc. (the "Company") was incorporated under the Business Corporations Act (Ontario) on December 30, 1996. The Company owns 100% of Canadian Automotive Repair Finance Corporation, which is a company incorporated under the Business Corporations Act (Alberta). On May 7, 1997, the Company completed an Initial Public Offering and its shares were listed on the Canadian Dealing Network (symbol "CAAR").

The Company is in the business of providing consumer financing for automotive repairs.

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#### **2. Summary of significant accounting policies**

The financial statements have been prepared in accordance with generally accepted accounting principles and reflect the following policies:

##### **Basis of consolidation**

These financial statements include the accounts of the Company and its wholly owned subsidiary, Canadian Automotive Repair Finance Corporation.

##### **Finance receivables**

Finance receivables are recorded at their principal amounts, including accrued interest, less allowance for credit losses.

Interest income is recorded on the accrual basis. Recognition of interest income is suspended when, in management's view, a loss is likely to occur. Fees related to the origination of loans are recognized when the finance receivable is recorded. Charges related to the subsequent administration of the finance receivables are recognized upon collection of funds.

##### **Allowance for credit losses**

The management of the Company establishes and maintains an allowance for credit losses which it considers the best possible estimate of probable credit losses existing in the finance receivable portfolio. The allowance for credit losses consists of specific and general components, which are deducted from the finance receivable portfolio. The specific component includes those accounts, which, in management's view, are not considered recoverable. The general component includes a provision for credit losses, which is conservative in nature and includes an estimation of losses by reference to historical industry ratios of write-offs and to current recovery experience.



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## Carfinco Inc.

### Notes to the Consolidated Financial Statements

August 31, 1999

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#### 2. Summary of significant accounting policies (cont'd)

##### Cash and cash equivalents

Cash and cash equivalents include cash on hand and balances with banks, net of bank overdrafts. Bank borrowings are considered to be financing activities.

##### Use of estimates

In preparing financial statements in conformity with generally accepted accounting principles, management is required to make estimates and assumptions that affect the reported amounts of assets and liabilities, the disclosure of contingent assets and liabilities at the date of the financial statements, and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

##### Capital assets

Capital assets are recorded at cost. Capital assets are amortized over their estimated useful lives, using the following rates and methods:

Computer and office equipment	30%, declining balance
Furniture and fixtures	20%, declining balance
Leasehold improvements	Straight-line over the term of the related lease

Amortization is recorded at one-half of the above rates in the year of acquisition on all capital assets except leasehold improvements.

##### Financial instruments

The Company's financial instruments consist of cash and cash equivalents, finance receivables, bank indebtedness, payables and accruals, and long-term debt. Unless otherwise indicated, it is management's opinion that the company is not exposed to significant interest, currency or credit risks arising from these financial instruments. The fair values of these financial instruments approximate their carrying values, unless otherwise noted.

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3. Finance receivables	<u>1999</u>	<u>1998</u>
Principal of finance receivables	\$ 4,913,145	\$ 2,998,744
Accrued interest	93,013	56,489
Finance receivables	5,006,158	3,055,233
Less: allowance for credit losses (Note 4)	(145,000)	(91,500)
Net finance receivables	<u>\$ 4,861,158</u>	<u>\$ 2,963,733</u>





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## Carfinco Inc.

### Notes to the Consolidated Financial Statements

August 31, 1999

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#### 4. Allowance for credit losses

	<u>1999</u>	<u>1998</u>
Allowance, beginning of year	\$ 91,500	\$ 11,600
Provision for credit losses	181,514	118,575
Write-offs	(149,377)	(39,250)
Recoveries	<u>21,363</u>	<u>575</u>
Allowance, end of year	<u>\$ 145,000</u>	<u>\$ 91,500</u>

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#### 5. Capital assets

			<u>1999</u>	<u>1998</u>
	<u>Cost</u>	<u>Accumulated Amortization</u>	<u>Net Book Value</u>	<u>Net Book Value</u>
Computer and office equipment	\$ 46,900	\$ 18,076	\$ 28,824	\$ 26,704
Furniture and fixtures	20,185	6,762	13,423	13,229
Leasehold improvements	<u>5,262</u>	<u>234</u>	<u>5,028</u>	<u>-</u>
	<u>\$ 72,347</u>	<u>\$ 25,072</u>	<u>\$ 47,275</u>	<u>\$ 39,933</u>

Amortization provided for in the current period totalled \$12,994.

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#### 6. Bank indebtedness

	<u>1999</u>	<u>1998</u>
Bank credit facility	\$ -	\$ 1,411,754
Non-bank credit facility	2,650,000	-
Bank indebtedness	<u>3,032</u>	<u>-</u>
	<u>\$ 2,653,032</u>	<u>\$ 1,411,754</u>

##### Bank credit facility

The bank credit facility was a demand loan which was the lesser at any time of: a) \$2,500,000 and b) the total of 65% of the value of acceptable outstanding finance receivables.

The bank held a general security agreement covering all property held by the Company.

##### Non-bank credit facility

The non-bank credit facility is a demand loan which is the lesser at any time of: a) \$7,500,000 and b) the total of 70% of the value of acceptable outstanding finance receivables. The credit facility bears interest at prime plus 3.5% on borrowings between \$1,000,000 and \$3,000,000 and at prime plus 3.0% on borrowings between \$3,000,000 and \$7,500,000.





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## Carfinco Inc.

### Notes to the Consolidated Financial Statements

August 31, 1999

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#### 6. Bank indebtedness (cont'd)

The non-bank holds a general security agreement covering all property held by the Company and personal guarantees in the amount of \$1,000,000.

The terms of the credit facility provide for certain covenants, all of which the Company was in compliance with at year-end.

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#### 7. Long-term debt

##### Convertible debenture

On June 25, 1999, the Company issued a convertible debenture for proceeds of \$600,000. The debenture is unsecured, matures on June 25, 2002 and bears interest at 12% per annum. The first years interest was paid in advance and the remaining interest payments are payable quarterly in arrears. The debenture is convertible into Common Shares of the Company at a price of \$0.24 at the option of the holder.

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#### 8. Share capital

##### Authorized:

Unlimited number of Class A common shares

Issued:	<u># of shares</u>	<u>1999</u>	<u># of shares</u>	<u>1998</u>
Balance, beginning of year	9,831,000	\$ 2,133,256	5,100,000	\$ 739,389
Issued on conversion of warrants	-	-	1,931,000	676,075
Issued for cash in private placement	-	-	948,000	255,960
Issued for cash in rights offering	<u>2,457,750</u>	<u>270,353</u>	<u>1,852,000</u>	<u>500,040</u>
	12,288,750	2,403,609	9,831,000	2,171,364
Share issue costs	<u>-</u>	<u>(25,442)</u>	<u>-</u>	<u>(38,108)</u>
Balance, end of year	<u>12,288,750</u>	<u>\$ 2,378,167</u>	<u>9,831,000</u>	<u>\$ 2,133,256</u>

##### Warrants

On January 14, 1999, in connection with the non-bank credit facility, as disclosed in Note 6, the Company issued 1,500,000 warrants to signatories (two of the directors of Carfinco Inc.) of limited recourse personal guarantees of \$1,000,000. The warrants are exercisable into 1 common share per warrant at a price of \$0.18, with an expiry date of January 14, 2004.



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## Carfinco Inc.

### Notes to the Consolidated Financial Statements

August 31, 1999

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#### 8. Share capital (cont'd)

##### Stock options

The Company has entered into incentive stock options with directors, officers and employees. As at August 31, 1999, the Company has granted the following options to purchase common shares:

<u>Number of shares</u>	<u>Exercise Price \$</u>	<u>Expiry Date</u>
400,000	0.35	April 7, 2002
200,000 (1)	0.40	November 20, 2000
125,000 (2)	0.35	April 7, 2002
50,000 (3)	0.36	June 23, 2001
125,000	0.24	April 7, 2002
<u>60,000 (4)</u>	<u>0.24</u>	<u>June 23, 2001</u>
<u>\$ 960,000</u>		

- (1) Vested over three year period commencing November 20, 1997
- (2) Pursuant to a Promoter's Option Agreement dated April 7, 1997
- (3) Vested over a three year period commencing June 23, 1998
- (4) Vested over a two year period commencing June 23, 1999. One-third of the options vests immediately and the remaining two-thirds vest on the subsequent two anniversary dates.

##### Escrowed shares

Pursuant to a voluntary Escrow Agreement dated April 16, 1997, an aggregate of 709,886 common shares of the Company have been escrowed for three years. Under the terms of the April 16, 1997 Escrow Agreement, 10% of the escrowed shares were released on January 17, 1998 and 30% of the escrowed shares shall be released on each of the first, second and third anniversaries of the initial release. As at August 31, 1999, 425,933 common shares remain in escrow under the voluntary Escrow Agreement of April 16, 1997.

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#### 9. Related party transactions

The Company did not renew the Alliance and Service Agreement dated April 7, 1997 with RTO Enterprises Inc., whereby RTO will supply support services for a period of six months at \$2,675 per month, which represents fair value for services provided. The last renewal period was from November 1, 1997 to April 30, 1998. During fiscal 1998, \$5,350 was paid to RTO, which represents two months at \$2,675 for the renewal term. During the year, no payments were made to RTO and at August 31, 1999, there was no amount payable to RTO. A director of RTO Enterprises Inc. is a shareholder and a director of Carfinco Inc.





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## Carfinco Inc.

### Notes to the Consolidated Financial Statements

August 31, 1999

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#### 9. Related party transactions (cont'd)

The Company entered into a Consulting Agreement dated April 7, 1997 with Patica Corporation, whereby Patica will provide on-going financial consulting advice for a three year period, commencing May 1, 1997, for an initial fee of \$1,000 per month increasing to \$5,000 per month when the Company completes additional equity financing of at least \$1,000,000. The fee represents fair value for services provided. During the year, no payments were made to Patica and at August 31, 1999, there was no amount payable to Patica. Patica Corporation is controlled by individuals who are directors and/or shareholders of Carfinco Inc.

The convertible debenture is held by an individual who is a director of the Company.

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#### 10. Income taxes

To August 31, 1999, the company incurred tax losses of \$377,583 which may be applied against future taxable income within the allowable provisions prescribed by the Income Tax Act.

If not utilized these losses will expire as follows:

2004	\$ 255,447
2005	86,949
2006	<u>35,187</u>
	<u>\$ 377,583</u>

The possible tax benefit of these losses has not been reflected in the financial statements.

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#### 11. Change in non-cash operating working capital

	<u>1999</u>	<u>1998</u>
Other assets	\$ (135,271)	\$ (35,789)
Deferred costs	(67,341)	-
Payables and accruals	<u>6,655</u>	<u>24,377</u>
	<u>\$ (195,957)</u>	<u>\$ (11,412)</u>



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## Carfinco Inc.

### Notes to the Consolidated Financial Statements

August 31, 1999

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#### 12. Commitments

The Company is committed to a long term operating lease for building space. The minimum annual lease payments required are as follows:

Year ending August 31,

2000	\$	27,300
2001		27,300
2002		27,300
2003		13,775

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#### 13. Uncertainty due to the Year 2000 Issues

The Year 2000 Issue arises because many computerized systems use two digits rather than four to identify a year. Date-sensitive systems may recognize the year 2000 as 1900 or some other date, resulting in errors when information using year 2000 dates is processed. In addition, similar problems may arise in some systems which use certain dates in 1999 to represent something other than a date. The effects of the Year 2000 Issue may be experienced before, on, or after January 1, 2000, and, if not addressed, the impact on operations and financial reporting may range from minor errors to significant systems failure which could affect an entity's ability to conduct normal business operations. It is not possible to be certain that all aspects of the Year 2000 Issue affecting the entity, including those related to the efforts of customers, suppliers, or other third parties, will be fully resolved.

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#### 14. Financial instruments

As disclosed in the summary of significant accounting policies, the Company holds various forms of financial instruments. The nature of these instruments and the company's operations expose the Company to interest rate risk and industry credit risk. The Company manages its exposure to these risks by operating in a manner that minimizes its exposure to the extent practical.

##### a) Interest rate risk

Bank indebtedness bears interest at a floating rate. The floating rate debt is subject to interest rate cash flow risk, as the required cash flows to service the debt will fluctuate as a result of changes in market rates.

Finance receivables bear interest at a fixed rate. The fixed rate finance receivable is subject to interest rate price risk, as the value will fluctuate as a result of changes in market rates.





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**Carfinco Inc.****Notes to the Consolidated Financial Statements**

August 31, 1999

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**14. Financial instruments (cont'd)****b) Fair market value**

The carrying values of finance receivables, bank indebtedness, payables and accruals, and long-term debt meeting the definition of a financial instrument approximate their fair value.

**c) Credit risk**

The Company's finance receivables are from transactions within the consumer finance industry, and as such, the Company is exposed to all the risks of that industry. The Company manages its risks by taking security in the form of a security interest/lien against a motor vehicle or other tangible asset.





